

# Acquisition Management

## Contract Management

### *Research Areas*

- Strategic purchasing
- Supply chain management
- Strategic outsourcing
- Applying “Best Commercial Practices” to DoD acquisitions
- Performance-based contracting
- Multiple-award contracting
- SABER contracting
- Award term contracting

### *Recent Successes*

The contract management program is designed to support the efforts of contracting specialists during all phases of major weapon system acquisitions. This includes state-of-the-art acquisition policies and intentions of DoD and the application of best commercial practices in strategic purchasing and supply chain management. Student research has revealed that current outsourcing models limit the options available to decision makers to public/private choices. At the request of SAF/AQCO, further research was conducted to explore public/public partnerships and to develop an alternative outsourcing method decision model explicitly allowing for the possibility of outsourcing some inherently governmental functions to other governmental entities either outside the DoD or below the federal level. An outsourcing case study of the F-117 was also conducted to compare cost variables between organic depot level maintenance and contractor logistics support (CLS). Although cost data from the CLS portion was limited to eight months and affected by the Kosovo engagement, the data indicated that the CLS provided the “best

value” for depot level maintenance for the F-117 weapon system and seemed to validate the concept of outsourcing. With its focus on effective strategies, the contract management program is applicable to many topics and is ideally suited for the interdisciplinary efforts of the department. The source selection concepts used in weapon system acquisitions are being transferred to construction in terms of Architect-Engineer selections and Simplified Acquisition of Base Engineering Requirements (SABER).



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### *Research Interests*

- Competitive Advantage
- Resourced Based Analysis of Firm Competencies
- Entrepreneurship
- Firm Legitimacy